

# Proposal in Response to **RFP #BD80200S102**

## IT Consulting Services and IT Staff Augmentations

Prepared for:



*Submitted by:*

*November 2, 2004*



90 Blue Ravine Road, Suite 155  
Folsom, California 95630  
916-294-0067

Original

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## Appendices

Appendix A – Reference Release Statement

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## 1. Non-Collusion Statement

I, the undersigned, am the person responsible for the preparation of and cost data contained in this response submitted to the STATE in response to this ITQ and certify that:

Cost data has been arrived at independently and without consultation with any other party.

No information regarding this response content has been disclosed to any other party that may be or may potentially be responding to the ITQ with a response.

No attempt has been made to induce or to refrain any other party in responding to this ITQ or to influence the content of their response.

This response and subsequent proposal(s) submitted by my firm to RFPs referring to this ITQ is made / will be made in good faith and not pursuant to any discussions / agreement with any other party.

My firm and its affiliates, subsidiaries, officers, directors and employees are not currently under investigation or been convicted for any act prohibited by federal law involving conspiracy or collusion with respect to bidding on public ITQ and related Pos, except as follows:

N/A

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I understand that any miss-statement in this affidavit is and shall be treated as fraudulent concealment from the STATE of the true facts relating to the response submission for this ITQ.

Name: Sanjay Khosla Position: Vice President, Operations

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_

Representing COMPANY NAME: AgreeYa Solutions

SWORN TO AND SUBSCRIBED BEFORE ME THIS DAY \_\_\_\_\_ OF 20 \_\_\_\_

NOTARY PUBLIC \_\_\_\_\_ My commission expires: \_\_\_\_\_

## 2. Mandatory Agreement Questionnaire

This section consists of a series of questions that must be answered to the affirmative prior to proceeding with development of your response. It confirms your understanding of and agreement to our requirements for submitting a response. Negative responses will disqualify you. Please insert a copy of your answers inside each of your responses.

1. Do you agree that the contents of your proposal(s) will become part of any resulting ITQ and related Pos and can not be held confidential? YES ☒ NO ☐
2. Do you agree to submit one original of your proposal, together ~~with two~~ ~~—copies and~~ an electronic soft copy on diskette? YES ☒ NO ☐
3. Will you include at least three (3) client references and agree you must attain acceptable scores from references for each service category you are attempting to qualify for? YES ☒ NO ☐
4. Do you agree that you must maintain an acceptable rating by each agency you do work for in order to remain pre-qualified for each service category? YES ☒ NO ☐
5. Do you agree to abide by agency specific requirements as outlined in section 1-25? YES ☒ NO ☐
6. Do you agree that your response will remain valid for at least 120 business days and duration of ITQ and related POs? YES ☒ NO ☐
7. Are you a TSB or do you currently have or have had a contracting role in there (3) projects for each of they categories you are attempting to qualify for? YES ☒ NO ☐
8. Do you agree that if the STATE finds any part of your response to be false, you will be placed on temporary suspension from doing business wit the STATE? YES ☒ NO ☐
9. Do you accept the requirements stated in sections 1-19 and 1-21? YES ☒ NO ☐
10. Will you provide all documents of proof of insurance as required by this ITQ and any related POs? YES ☒ NO ☐
11. Are you aware that the STATE will conduct any and all background checks it deems necessary? YES ☒ NO ☐

SUBMIT COMPLETED COPY INSIDE YOUR RESPONSE.

COMPLETED BY \_\_\_\_\_

### 3. Lobbying Certification

#### FOR ITQ AND RELATED POSS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS

The undersigned certifies, to the best of her or his knowledge and belief, that

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress in connection with the awarding of any federal contract or agreement, or the making of any federal grant, loan, or co-operative agreement

If any funds other than federal appropriated funds have been paid to any person for influencing or attempting to influence the making of federal contracts or federal grants, loans, co-operative agreements, the undersigned will submit full disclosure of lobbying activities showing all details and supporting documents

The undersigned will require any or all subcontractors to submit a separate lobbying certification and disclosure accordingly

SIGNATURE: \_\_\_\_\_ TITLE: VP Sales/Marketing  
COMPANY NAME: AgreeYa Solutions DATE: \_\_\_\_\_

#### **4. Service Category 1 – Strategy/Vision/Consulting**

##### **4.1 Client/Survey Participant**

Client: County of Dekalb  
Survey Participant: Samit Roy  
Phone: (267) 481-3531

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

##### **4.2 Professional/Technical Personnel Questionnaire**

###### **4.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

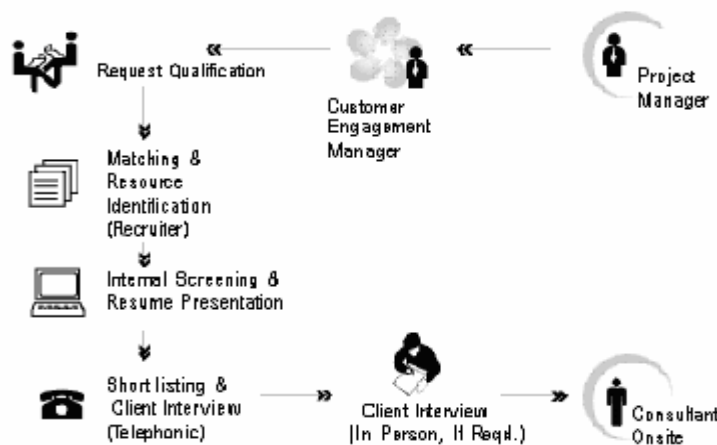
AgreeYa's strategy:

1. Hire only experienced and technical recruitment staff.
2. Effectively pre-screen all candidates.
3. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

AgreeYa's office hours are from 7:30am to 5:30pm PST Monday–Friday. AgreeYa's SP contract administrator will be available 24x7 to the State regardless of AgreeYa's normal office hours. The State will also be provided 24 hour contact numbers for AgreeYa's SP contract administrator upon the State's approval of this proposal.

#### **4.2.2 Identify the SP contract administrator and describe the functions that person will perform**

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

#### **4.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects**

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **4.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **4.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

To minimize transitional issues, AgreeYa's policy is to provide resources that possess previous experience with our client's atmosphere, work ethic, and technologies. AgreeYa's intent with working with the State of Iowa will not only be to focus on finding quality candidates, but also to provide candidates who possess previous experience with similar State departments and projects.

#### 4.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
<b>Client/Server/Distributed Systems:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### 4.2.7 Describe your products/experience with Databases

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### 4.2.8 What general software applications have you experience in?

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

#### 4.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
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<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 4.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Strategy/Vision/Consulting</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
<b>DESCRIPTION OF SERVICE</b>	<b>RATE PER HOUR NOT TO EXCEED</b>
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.	
Architect	\$135.00
Subject Matter Expert	\$125.00
Business Consultants/Analyst	\$95.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **5. Service Category 2 – Project Management**

### **5.1 Client/Survey Participant**

Client: Orange County Water District, California  
Survey Participant: Shannon Koike  
Phone: (714) 378-3271

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### **5.2 Professional/Technical Personnel Questionnaire**

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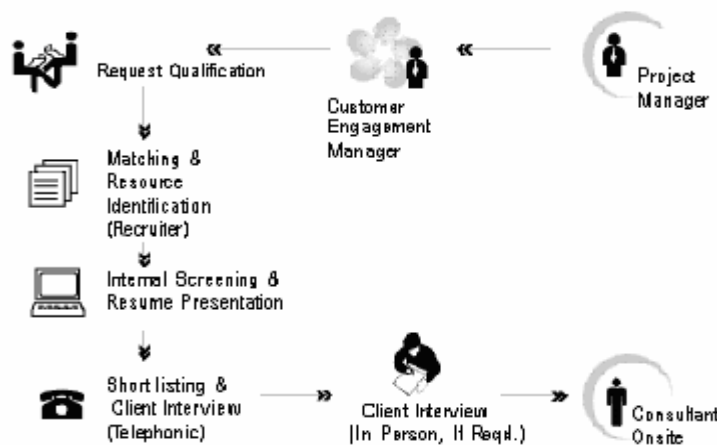
AgreeYa's strategy:

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<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### **5.2.7 Describe your products/experience with Databases**

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### **5.2.8 What general software applications have you experience in?**

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<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

## 5.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

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<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 5.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Project Management</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.	
Program Manager	\$180.00
Project Manager	\$160.00
Project Administrator	\$45.00
Technical Writer	\$60.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **6. Service Category 3 – Design/Planning**

### **6.1 Client/Survey Participant**

Client: Verizon Wireless  
Survey Participant: Lipsa Goswami  
Phone: (925) 279-6433

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

### **6.2 Professional/Technical Personnel Questionnaire**

#### **6.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

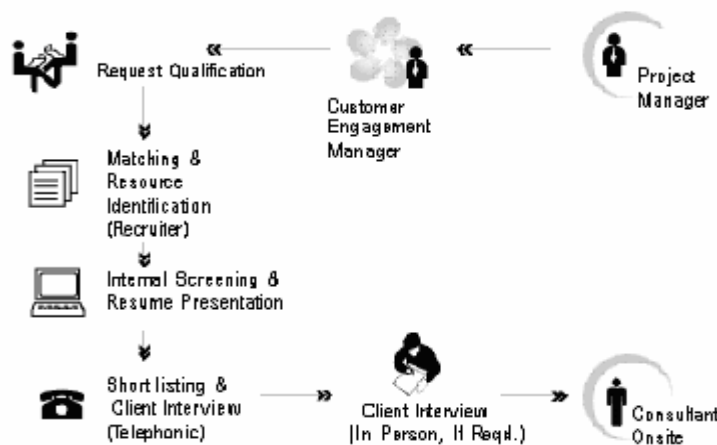
AgreeYa's strategy:

7. Hire only experienced and technical recruitment staff.
8. Effectively pre-screen all candidates.
9. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

AgreeYa's office hours are from 7:30am to 5:30pm PST Monday–Friday. AgreeYa's SP contract administrator will be available 24x7 to the State regardless of AgreeYa's normal office hours. The State will also be provided 24 hour contact numbers for AgreeYa's SP contract administrator upon the State's approval of this proposal.

## 6.2.2 Identify the SP contract administrator and describe the functions that person will perform

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

## 6.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **6.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **6.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

To minimize transitional issues, AgreeYa's policy is to provide resources that possess previous experience with our client's atmosphere, work ethic, and technologies. AgreeYa's intent with working with the State of Iowa will not only be to focus on finding quality candidates, but also to provide candidates who possess previous experience with similar State departments and projects.

#### **6.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments**

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
<b>Client/Server/Distributed Systems:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### **6.2.7 Describe your products/experience with Databases**

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### **6.2.8 What general software applications have you experience in?**

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView,  
ArcReader, Maplex, Netengine, AutoDesk  
CAD Overlay, AutoDesk Civil Design,  
AutoDesk Field Survey, AutoDesk  
GenMap, AutoDesk GIS Design, AutoDesk  
Land Desktop, AutoDesk Map  
Plumtree, JetSpeed, PayPal, Visual  
Studio.Net, Visual Interdev, Apache,  
Windows IIS Server, Apache Webserver,  
Jboss, JetSpeed, Test Director, Mercury  
LoadRunner, Junit, Cactus, JavaScope,  
Mercury Winrunner, Rational ClearQuest,  
BizTalk, Visual InterDev, WebLogic,  
Websphere, Tomcat, Abott, Silk Test  
Domino.DOC, Documentum  
Windows 2000, Windows NT, Windows  
2003, Windows XP, Microsoft Exchange,  
Lotus Notes, Novell Netware, IPX/SPX,  
Norton Antivirus, McAfee antivirus, CA  
Unicenter, IBM Tivoli, HP Openview  
None  
Palm, Microsoft Windows CE, Microsoft  
SQL CE  
CbizOne  
Adobe Photoshop, Microsoft Frontpage,  
Dreamweaver, Flash MX, Freehand MX,  
Director MX  
SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
Checkpoints, Firewalls, Sun Sunscreen,  
Netscreen, Webmethods, XPIE, TIBCO,  
MQSI, MQ Series, Hyperion, SAS, Cognos,  
Informatica, Oracle BI, Business Objects

## 6.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrammetry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 6.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Design/Planning</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.  Architect/Technology Lead	\$135.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **7. Service Category 4 – Developing**

### **7.1 Client/Survey Participant**

Client: Verizon Wireless  
Survey Participant: Lipsa Goswami  
Phone: (925) 279-6433

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

### **7.2 Professional/Technical Personnel Questionnaire**

#### **7.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

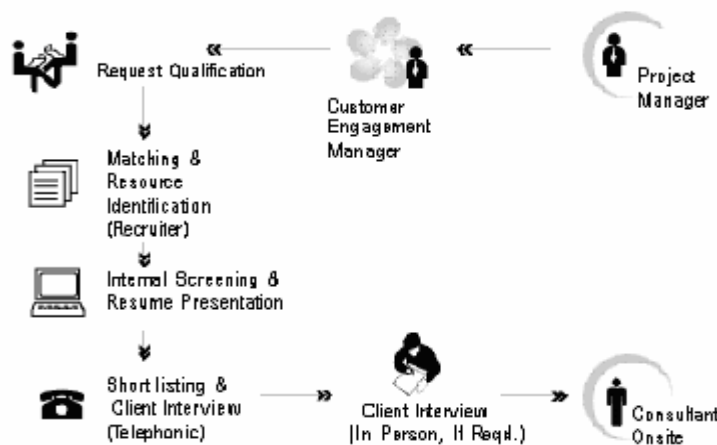
AgreeYa's strategy:

10. Hire only experienced and technical recruitment staff.
11. Effectively pre-screen all candidates.
12. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

AgreeYa's office hours are from 7:30am to 5:30pm PST Monday–Friday. AgreeYa's SP contract administrator will be available 24x7 to the State regardless of AgreeYa's normal office hours. The State will also be provided 24 hour contact numbers for AgreeYa's SP contract administrator upon the State's approval of this proposal.

### **7.2.2 Identify the SP contract administrator and describe the functions that person will perform**

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

### **7.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects**

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **7.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **7.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

To minimize transitional issues, AgreeYa's policy is to provide resources that possess previous experience with our client's atmosphere, work ethic, and technologies. AgreeYa's intent with working with the State of Iowa will not only be to focus on finding quality candidates, but also to provide candidates who possess previous experience with similar State departments and projects.

#### **7.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments**

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
<b>Client/Server/Distributed Systems:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### **7.2.7 Describe your products/experience with Databases**

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### **7.2.8 What general software applications have you experience in?**

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

### 7.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 7.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Developing</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.	
Developer	\$85.00
Sr. Developer	\$95.00
Jr. Developer	\$75.00
Engineer	\$85.00
Sr. Engineer	\$95.00
Jr. Engineer	\$75.00
Emerging/Niche Technology	\$110.00
Sr. Emerging/Niche Technology	\$125.00
Jr. Emerging/Niche Technology	\$95.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **8. Service Category 5 – Testing**

### **8.1 Client/Survey Participant**

Client: QRS Corporation  
Survey Participant: Ram Singh  
Phone: (510) 965-4457

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

### **8.2 Professional/Technical Personnel Questionnaire**

#### **8.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

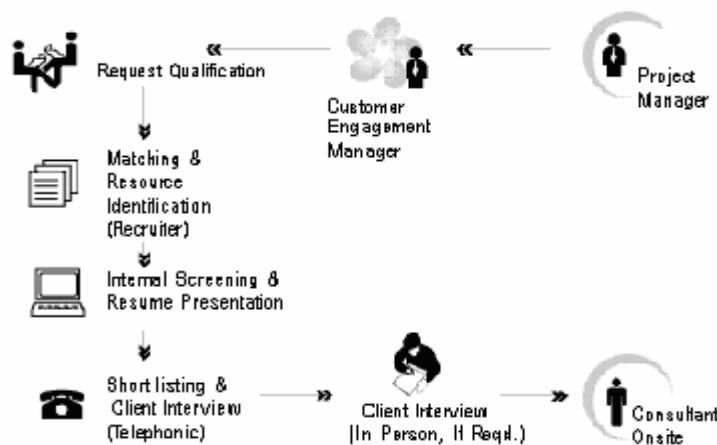
AgreeYa's strategy:

13. Hire only experienced and technical recruitment staff.
14. Effectively pre-screen all candidates.
15. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

AgreeYa's office hours are from 7:30am to 5:30pm PST Monday–Friday. AgreeYa's SP contract administrator will be available 24x7 to the State regardless of AgreeYa's normal office hours. The State will also be provided 24 hour contact numbers for AgreeYa's SP contract administrator upon the State's approval of this proposal.

### 8.2.2 Identify the SP contract administrator and describe the functions that person will perform

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

### 8.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **8.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **8.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

To minimize transitional issues, AgreeYa's policy is to provide resources that possess previous experience with our client's atmosphere, work ethic, and technologies. AgreeYa's intent with working with the State of Iowa will not only be to focus on finding quality candidates, but also to provide candidates who possess previous experience with similar State departments and projects.

#### **8.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments**

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
<b>Client/Server/Distributed Systems:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### **8.2.7 Describe your products/experience with Databases**

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### **8.2.8 What general software applications have you experience in?**

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

## 8.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 8.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Testing</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.  Test Planning Quality Assurance	  \$75.00 \$65.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **9. Service Category 6 – Implementation**

### **9.1 Client/Survey Participant**

Client: Kaiser Permanente  
Survey Participant: Jonathan Edwards  
Phone: (503) 813-4753

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

### **9.2 Professional/Technical Personnel Questionnaire**

#### **9.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

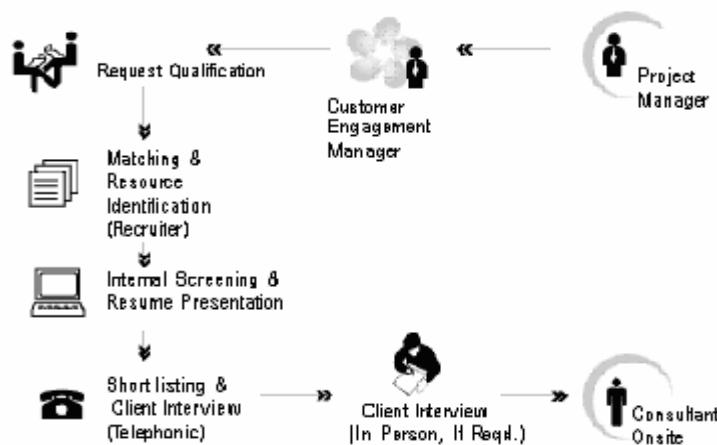
AgreeYa's strategy:

16. Hire only experienced and technical recruitment staff.
17. Effectively pre-screen all candidates.
18. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

AgreeYa's office hours are from 7:30am to 5:30pm PST Monday–Friday. AgreeYa's SP contract administrator will be available 24x7 to the State regardless of AgreeYa's normal office hours. The State will also be provided 24 hour contact numbers for AgreeYa's SP contract administrator upon the State's approval of this proposal.

### 9.2.2 Identify the SP contract administrator and describe the functions that person will perform

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

### 9.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **9.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **9.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

To minimize transitional issues, AgreeYa's policy is to provide resources that possess previous experience with our client's atmosphere, work ethic, and technologies. AgreeYa's intent with working with the State of Iowa will not only be to focus on finding quality candidates, but also to provide candidates who possess previous experience with similar State departments and projects.

#### **9.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments**

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
<b>Client/Server/Distributed Systems:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### **9.2.7 Describe your products/experience with Databases**

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### **9.2.8 What general software applications have you experience in?**

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

**9.2.9 Describe any experience and deployed solutions in each of the following specific technologies**

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 9.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Implementation</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.  Implementation Planning	\$150.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **10. Service Category 7 – Training**

### **10.1 Client/Survey Participant**

Client: Intel Corporation  
Survey Participant: Bharat Mohla  
Phone: (916) 356-6374

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

### **10.2 Professional/Technical Personnel Questionnaire**

#### **10.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

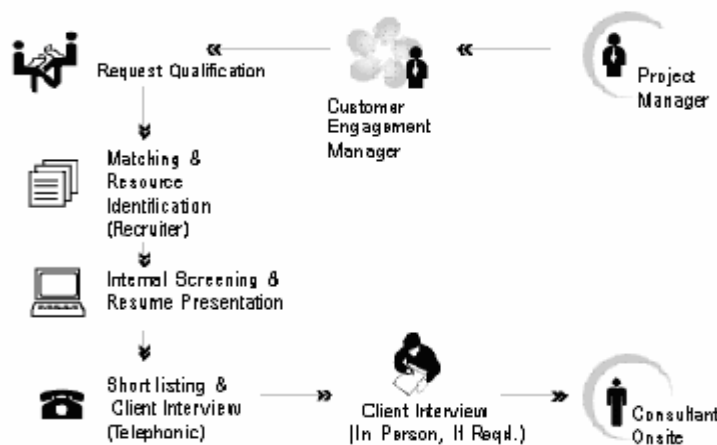
AgreeYa's strategy:

19. Hire only experienced and technical recruitment staff.
20. Effectively pre-screen all candidates.
21. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

AgreeYa's office hours are from 7:30am to 5:30pm PST Monday–Friday. AgreeYa's SP contract administrator will be available 24x7 to the State regardless of AgreeYa's normal office hours. The State will also be provided 24 hour contact numbers for AgreeYa's SP contract administrator upon the State's approval of this proposal.

### 10.2.2 Identify the SP contract administrator and describe the functions that person will perform

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

### 10.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **10.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **10.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

To minimize transitional issues, AgreeYa's policy is to provide resources that possess previous experience with our client's atmosphere, work ethic, and technologies. AgreeYa's intent with working with the State of Iowa will not only be to focus on finding quality candidates, but also to provide candidates who possess previous experience with similar State departments and projects.

#### 10.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
<b>Client/Server/Distributed Systems:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### 10.2.7 Describe your products/experience with Databases

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### 10.2.8 What general software applications have you experience in?

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

### 10.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 10.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Project Management</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.	
Product Building	\$95.00
Classroom Delivery	\$75.00
Online / CBT	\$95.00
Field Delivery	\$75.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **11. Service Category 8 – On-Going Support**

### **11.1 Client/Survey Participant**

Client: Verizon Wireless  
Survey Participant: Brad Keller  
Phone: (916) 357-3389

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

### **11.2 Professional/Technical Personnel Questionnaire**

#### **11.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

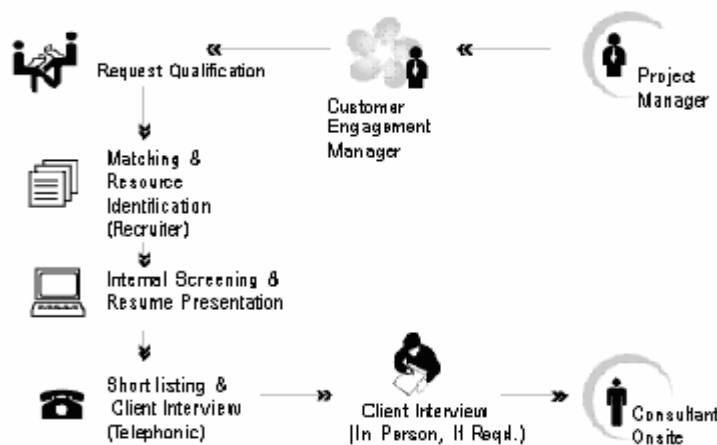
AgreeYa's strategy:

- 22. Hire only experienced and technical recruitment staff.
- 23. Effectively pre-screen all candidates.
- 24. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

AgreeYa's office hours are from 7:30am to 5:30pm PST Monday–Friday. AgreeYa's SP contract administrator will be available 24x7 to the State regardless of AgreeYa's normal office hours. The State will also be provided 24 hour contact numbers for AgreeYa's SP contract administrator upon the State's approval of this proposal.

### 11.2.2 Identify the SP contract administrator and describe the functions that person will perform

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

### 11.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **11.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **11.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

To minimize transitional issues, AgreeYa's policy is to provide resources that possess previous experience with our client's atmosphere, work ethic, and technologies. AgreeYa's intent with working with the State of Iowa will not only be to focus on finding quality candidates, but also to provide candidates who possess previous experience with similar State departments and projects.

#### **11.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments**

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
<b>Client/Server/Distributed Systems:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### **11.2.7 Describe your products/experience with Databases**

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### **11.2.8 What general software applications have you experience in?**

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

### 11.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 11.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>On-Going Support</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.	
Help Desk Support	\$45.00
On-Site Support	\$45.00
On-Call Support	\$45.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

## **12. Service Category 9 – Administration**

### **12.1 Client/Survey Participant**

Client: Sacramento Municipal Utility District (SMUD)  
Survey Participant: Bud Mentzer  
Phone: (916) 732-7377

Refer to Appendix A for AgreeYa's signed release permitting the STATE to contact references and other persons or entities for whom AgreeYa is performing or has performed services.

### **12.2 Professional/Technical Personnel Questionnaire**

#### **12.2.1 How do you intend to provide resources required by this ITQ**

AgreeYa is able to provide the most qualified IT professionals in current as well as in emerging technology implementation. We follow a stringent quality guideline during our recruiting process that includes verification of technical capability prior to each resume submission to the client. As a result, 99% of AgreeYa's consultants complete their client assignments.

AgreeYa believes that by maintaining a recruiting environment that is both results driven as well as service oriented, we can efficiently and ethically meet the needs of both the client and candidate alike.

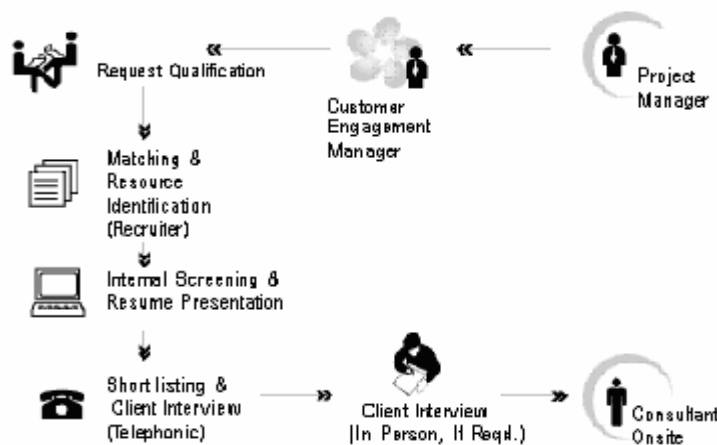
AgreeYa's strategy:

- 25. Hire only experienced and technical recruitment staff.
- 26. Effectively pre-screen all candidates.
- 27. Provide all tools necessary to recruit the best candidates.

AgreeYa prides itself on having experienced technical recruiters. These individuals are knowledgeable in the recruitment strategies necessary to screen and qualify candidates in a timely manner. They possess the skills and experience necessary to interface with and attract senior technical talent. Their detailed knowledge of the relevant technologies allows them to effectively assess a candidate's level of experience and ability to function in particular roles.

Once a candidate is pre-screened by the recruiting staff they are also required to complete a one-on-one interview with a member of our Account Management Team. The Account Manager not only verifies the qualification and experience of the candidate, but also interviews them on a personal level and evaluates their intent to perform the duties efficiently and effectively.

The following graphic shows our typical recruitment and staffing process.



AgreeYa offers a quick response time for all staffing requests with a median time of 24 hours. The maximum time to staff a request is generally 72 hours. Replacement of contractors that leave a project is typically accomplished within 24 hours.

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### 12.2.2 Identify the SP contract administrator and describe the functions that person will perform

The key individual that will act as the SP contract administrator for AgreeYa Solutions is Jamie West.

To the extent within AgreeYa Solution's control, Jamie West shall remain available to the State of Iowa for the full term of the contract and will be the Account Executive directly responsible for the execution of services outlined in the Scope of Work. Jamie West will also be the point of contact between AgreeYa Solutions and the appointed State Issuing Officer.

### 12.2.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects

During our recruitment process our recruiters will identify several qualified candidates prior to our final selection. These candidates will be placed in our database as potentials in order to meet additional requirements in the future. If the need arises for additional personnel the database will be filtered and the evaluation process will re-commence.

In order to effectively populate our data base AgreeYa also practices Proactive Recruitment. We achieve this in the following fashions:

- Advertisements
- Job Fairs
- References
- Head hunting
- Open market search
- Employee referrals
- Internet searches
- Recruiting Partners

#### **12.2.4 Describe your company's ability to uniquely address problems and issues related to the service category**

AgreeYa's SP contract administrator will work closely with the appointed State Issuing Officer to identify and recruit candidates within the State's requirements. The SP contract administrator will also be available to interact with the State's personnel on a regular basis in response to feedback on the performance of the candidates and to resolve any administrative issues that may occur. AgreeYa's SP contract administrator will be the first level of escalation for all issues and will interface with the State's personnel to ensure that issues are resolved in a timely manner. Should an issue escalate beyond the capability of the SP contract administrator, AgreeYa's Director of Staffing will be contacted and between them resolve any issues that may occur.

To minimize performance issues AgreeYa's recruiters are trained to ensure that every requirement is satisfied with the most appropriate candidate for the opportunity. Once the appropriate candidate is identified by skill level the candidate will also be interviewed internally by the SP contract administrator. The intent of this second interview is not only to confirm the candidate's skill level, but also to evaluate the attitude of the candidate and the ability to work in the State's professional environment. The right candidate will fit into your environment seamlessly and will be able to work in a team environment effectively. These measures enable us to offer the best of breed consultants for your requirements and also ensure that AgreeYa is not only satisfying your needs but exceeding your expectations.

#### **12.2.5 Describe your company's practices in adopting client policies and methods**

AgreeYa consultants are trained to work with our clients to understand key policies and methods that are applicable to the consultant's duties identified in the scope of work. When AgreeYa consultants are responsible for or managing projects, part of our methodology is to hold an alignment meeting with the stakeholders to fully understand any of our client's specific policies, procedures or development methodologies. If necessary, AgreeYa's project methodologies can be modified to incorporate specific requirements requested by the State prior to the execution of each project.

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#### **12.2.6 List each type/brand of operating system/communication system you are experienced with in each category below and make comments**

<b>Mainframes:</b>	IBM OS390
<b>Midrange/Minicomputer:</b>	HP 3000, IBM AS400, and VAX VMS
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<b>Desktop:</b>	Microsoft Windows 2000, Microsoft Windows XP
<b>LAN:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux, Windows CE, Palm OS
<b>Languages and DBMS:</b>	Windows 2000/ 2003 Server, SUN Solaris, HP UX, IBM AIX, Linux

#### **12.2.7 Describe your products/experience with Databases**

<b>Administration:</b>	Oracle, Microsoft SQL Server, Sybase SQL Server, IBM DB2/UDB, Informix, MS Access, MySQL
<b>Application Development tools:</b>	ERWIN, Rational Rose, SQL*PLUS, TOAD, SQL Navigator, Business Objects, Hyperion, Cognos, Informatica, Oracle BI
<b>End user tools:</b>	None
<b>Structure and methodologies:</b>	OOPS, RUP, Waterfall, Iterative
<b>Other:</b>	None

#### **12.2.8 What general software applications have you experience in?**

AgreeYa has experience with the following general software applications:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, XML Spy
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric,

**Electronic Commerce/EDI:**

**Document Management:**

**Telecommunications wide area network:**

**Biometrics:**

**Wireless networking:**

**IT Staffing:**

**Graphic/web design:**

**Other:**

ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map Plumbtree, JetSpeed, PayPal, Visual Studio.Net, Visual Interdev, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, BizTalk, Visual InterDev, WebLogic, Websphere, Tomcat, Abott, Silk Test Domino.DOC, Documentum Windows 2000, Windows NT, Windows 2003, Windows XP, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview None Palm, Microsoft Windows CE, Microsoft SQL CE CbizOne Adobe Photoshop, Microsoft Frontpage, Dreamweaver, Flash MX, Freehand MX, Director MX SAP, PeopleSoft, Oracle Applications, Ariba, Siebel, i2, Oracle Forms, Oracle Reports, SQL\*Plus, SQL Navigator, TOAD, Crystal Reports, SQR, PowerBuilder, Rational Rose, Netegrity, Siteminder SSO, Checkpoints, Firewalls, Sun Sunscreen, Netscreen, Webmethods, XPIE, TIBCO, MQSI, MQ Series, Hyperion, SAS, Cognos, Informatica, Oracle BI, Business Objects

### 12.2.9 Describe any experience and deployed solutions in each of the following specific technologies

AgreeYa has experience and has deployed solutions using the following:

<b>Help desk solutions/technologies:</b>	Remedy
<b>Data development:</b>	SQL*PLUS, TOAD, SQL Navigator, PL/SQL, SQL
<b>Data analysis:</b>	SQL*PLUS, TOAD, SQL Navigator, Microsoft Excel, Crystal Reports, HTML, JSP, EJB, VB, ASP, PL/SQL, SQL
<b>Data modeling:</b>	ERWIN, Rational Rose, Oracle Designer
<b>Facilitating and consulting:</b>	Microsoft Word, Microsoft PowerPoint, Microsoft Excel, Microsoft Project
<b>Photogrametry and remote sensing:</b>	None
<b>Data collection and clean up mapping:</b>	Microsoft Excel, CSV, XML
<b>GIS/ESRI Software/Mapinfo:</b>	Microstation, AutoCAD, G/Electric, ArcGIS, ArcIMS, ArcInfo, ArcView, ArcReader, Maplex, Netengine, AutoDesk CAD Overlay, AutoDesk Civil Design, AutoDesk Field Survey, AutoDesk GenMap, AutoDesk GIS Design, AutoDesk Land Desktop, AutoDesk Map
<b>Electronic Commerce/EDI:</b>	Plumtree, JetSpeed, PayPal, Microsoft .NET, Apache, Windows IIS Server, Apache Webserver, Jboss, JetSpeed, Test Director, Mercury LoadRunner, Junit, Cactus, JavaScope, Mercury Winrunner, Rational ClearQuest, ColdFusion, VB.Net, ASP.Net, ADO.Net, COM/DCOM, IIS, BizTalk, SOAP, Java/J2EE, HTML, XML, UML, Visual InterDev, Active X, WebLogic, Websphere, Tomcat, Struts, Abott, Silk Test, Web Services
<b>Document Management:</b>	Domino.DOC, Documentum
<b>Telecommunications wide area network:</b>	TCP/IP, LDAP, Windows Active Directory, Microsoft Exchange, Lotus Notes, Novell Netware, IPX/SPX, Cisco, Checkpoint Firewall, Norton Antivirus, McAfee antivirus, CA Unicenter, IBM Tivoli, HP Openview
<b>Biometrics:</b>	None
<b>Wireless networking:</b>	WAP, WML, Palm, Microsoft Windows CE, Microsoft SQL CE

**IT Staffing:**

**Graphic/web design:**

**Other:**

CbizOne

Adobe Photoshop, HTML, DHTML,  
Microsoft Frontpage, Dreamweaver, Flash  
MX, Freehand MX, Director MX

SAP, PeopleSoft, Oracle Applications,  
Ariba, Siebel, i2, Oracle Forms, Oracle  
Reports, SQL\*Plus, SQL Navigator, TOAD,  
Crystal Reports, SQR, PowerBuilder,  
Rational Rose, Netegrity, Siteminder SSO,  
SSL, Checkpoints, Firewalls, Sun  
Sunscreen, Netscreen, Webmethods, XPIE,  
EBXML, TIBCO, MQSI, MQ Series,  
Hyperion, SAS, Cognos, Informatica, Oracle  
BI, Business Objects

### 12.3 Cost Data Sheet

<b>COST DATA SHEET for ITQ Number</b> <u>BD80200S102</u> <b>Revision</b> <u>1.0</u>	
<b>FOR SERVICE CATEGORY:</b> <u>Administration</u>	
<b>COMPANY NAME:</b> <u>AgreeYa Solutions</u> <b>date</b> <u>11/2/04</u>	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Services by the following service positions will be offered for project development and/or by hourly staff augmentation.	
Database	\$85.00
LAN/WAN	\$85.00
Operating System	\$85.00
Web	\$85.00
Messaging	\$75.00
Security	\$110.00
Emerging/Niche Technology	\$110.00

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

### **13. Background and Financial Questionnaire**

#### **13.1 States Subject to Charter, Registration, Certification, Licensure or Regulation**

None.

#### **13.2 Pending Administrative, Criminal or Civil Proceedings**

None.

#### **13.3 Lawsuits filed within the past 3 years**

None.

#### **13.4 Settlements entered into within the past 3 years**

None.

#### **13.5 Complaints filed within the past 3 years**

None.

#### **13.6 Voluntary Bankruptcy filings within the past 5 years**

None.

#### **13.7 Involuntary Bankruptcy filings within the past 5 years**

None.

#### **13.8 Defaults within the past 5 years**

None.

#### **13.9 Contract terminations within the past 5 years**

None.

#### **13.10 Financial Information**

Copies of AgreeYa's Financial Statements for the previous two years (2003 and 2002) can be found in Appendix B.

### **13.11 Debarment, Delinquent and Suspension Status Statement**

See Appendix C for AgreeYa's debarment, delinquent and suspension status statement.

### **13.12 Acceptance of Amendment #1 to ITQ BD80200S102, version 1.0**

See Appendix D for AgreeYa's acceptance of Amendment #1.

#### 14. Signature Pages

I / we as undersigned agree to the terms and conditions of the aforementioned ITQ #BD80200S102 and if our response is accepted, to furnish any and all services upon which cost data has been submitted. Any material misstatement in our response shall be treated as fraudulent concealment from the STATE of the facts relating to this ITQ.

Name of Entity/Person Submitting Proposal: AgreeYa Solutions

Mailing Address: 90 Blue Ravine Road, Suite 155, Folsom , CA 95630

Phone: (916) 294-0065 Fax: (916) 294-0033 Email: sanjay@agreeya.com

☐ If Individual: SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_  
Social Security Number: \_\_\_\_\_

☐ If Partnership: Names – type written: \_\_\_\_\_ / \_\_\_\_\_  
Social Security Numbers: \_\_\_\_\_ / \_\_\_\_\_

SIGNATURE OF PARTNERS: \_\_\_\_\_ Date: \_\_\_\_\_  
\_\_\_\_\_ Date: \_\_\_\_\_

☒ If Corporation: Corp ID#: 455-5308-8 State: California  
SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_

Name and Title –type written: Sanjay Khosla, VP Operations

I / we consent to service of process by certified or register mail addressed to our designated legal agent as required by Part 2-13-I of the Terms and Conditions of the ITQ. I / we appoint

Sanjay Khosla at AgreeYa Solutions as our agent to receive service of process.

WITNESS SIGNATURE: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

The STATE of Iowa, acting through the undersigned officer(s), hereby accepts the foregoing response to the ITQ and pre-approves the SP named for agency requests for proposals using this agreement. This acceptance and the SP's response for the above referenced ITQ and related POs, including the terms and conditions of the ITQ constitute a binding contract between the STATE and the SP.

CT \_\_\_\_\_ Vendor ID# \_\_\_\_\_ ☐ CONDITIONAL TSB

Evaluation Committee Chairperson \_\_\_\_\_ Date: \_\_\_\_\_

DGS Purchasing Div. Administrator: \_\_\_\_\_ Date: \_\_\_\_\_

Purchasing Agent / Issuing Officer: \_\_\_\_\_ Date: \_\_\_\_\_



I / we as undersigned agree to the terms and conditions of the aforementioned ITQ #BD80200S102 and if our response is accepted, to furnish any and all services upon which cost data has been submitted. Any material misstatement in our response shall be treated as fraudulent concealment from the STATE of the facts relating to this ITQ.

Name of Entity/Person Submitting Proposal: AgreeYa Solutions

Mailing Address: 90 Blue Ravine Road, Suite 155, Folsom , CA 95630

Phone: (916) 294-0065 Fax: (916) 294-0033 Email: sanjay@agreeya.com

☐ If Individual: SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_  
Social Security Number: \_\_\_\_\_

☐ If Partnership: Names – type written: \_\_\_\_\_ / \_\_\_\_\_  
Social Security Numbers: \_\_\_\_\_ / \_\_\_\_\_

SIGNATURE OF PARTNERS: \_\_\_\_\_ Date: \_\_\_\_\_  
\_\_\_\_\_ Date: \_\_\_\_\_

☒ If Corporation: Corp ID#: 455-5308-8 State: California  
SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_\_

Name and Title –type written: Sanjay Khosla, VP Operations

I / we consent to service of process by certified or register mail addressed to our designated legal agent as required by Part 2-13-I of the Terms and Conditions of the ITQ. I / we appoint

Sanjay Khosla at AgreeYa Solutions as our agent to receive service of process.

WITNESS SIGNATURE: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

The STATE of Iowa, acting through the undersigned officer(s), hereby accepts the foregoing response to the ITQ and pre-approves the SP named for agency requests for proposals using this agreement. This acceptance and the SP's response for the above referenced ITQ and related POs, including the terms and conditions of the ITQ constitute a binding contract between the STATE and the SP.

CT \_\_\_\_\_ Vendor ID# \_\_\_\_\_ ☐ CONDITIONAL TSB

Evaluation Committee Chairperson \_\_\_\_\_ Date: \_\_\_\_\_

DGS Purchasing Div. Administrator: \_\_\_\_\_ Date: \_\_\_\_\_

Purchasing Agent / Issuing Officer: \_\_\_\_\_ Date: \_\_\_\_\_

# **Appendix A**

## **Reference Release Statement**



AgreeYa permits representatives of the State to contact references and other persons or entities for whom AgreeYa performs and has performed services for.

SIGNATURE: \_\_\_\_\_ TITLE: VP Sales/Marketing  
COMPANY NAME: AgreeYa Solutions DATE: 11/2/04



## **Appendix B**

### **Financial Reports**

**The following Financial Statements for AgreeYa Solutions are considered CONFIDENTIAL and are included for review by members of the District's proposal team only.**

## **Appendix C**

### **Debarment, Delinquent and Suspension Status Statement**



## **Debarment, Delinquent and Suspension Status Statement**

AgreeYa certifies that we are not currently delinquent in the payment of taxes or other obligations to STATE government, nor under suspension or otherwise debarred from doing business with the STATE of Iowa, any other STATE, or federal government.

SIGNATURE: \_\_\_\_\_ TITLE: VP Sales/Marketing  
COMPANY NAME: AgreeYa Solutions DATE: \_\_\_\_\_

## **Appendix D**

**Acceptance of Amendment #1 to ITQ BD80200S102, version 1.0  
(2 copies attached)**



## **Acceptance of Amendment #1 to ITQ BD80200S102, version 1.0**

Note: The same person who signed the original response to the ITQ must also sign below to accept this amendment to the ITQ.

I, Sanjay Khosla, VP Operations , officer for AgreeYa Solutions  
(name and title) (company name)

Hereby accept and agree to Amendment No. 1 to the ITQ, BD80200S102, version 1.0 and agree to provide the additional requested information in the amendment.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Signature for the State: \_\_\_\_\_ Date: \_\_\_\_\_

Upon signing, the aforementioned amendment is immediately incorporated into the ITQ and service provider's response to the ITQ.



## **Acceptance of Amendment #1 to ITQ BD80200S102, version 1.0**

Note: The same person who signed the original response to the ITQ must also sign below to accept this amendment to the ITQ.

I, Sanjay Khosla, VP Operations , officer for AgreeYa Solutions  
(name and title) (company name)

Hereby accept and agree to Amendment No. 1 to the ITQ, BD80200S102, version 1.0 and agree to provide the additional requested information in the amendment.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Signature for the State: \_\_\_\_\_ Date: \_\_\_\_\_

Upon signing, the aforementioned amendment is immediately incorporated into the ITQ and service provider's response to the ITQ.